

WasteCo Holdings NZ Limited

Corporate Profile

Goodwood Capital Limited – AGM information update



Disclaimer

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A Snapshot of WasteCo Holdings NZ Limited

The WasteCo 'YES'

YES

- ✓ Answering every question with a 'Yes'
- ✓ Partnering with our customers to find innovative solutions

Sustainability



- ✓ Striving to minimise the environmental impacts of waste
- ✓ Global diversion of waste from landfill over 50%
- ✓ Only Waste company in NZ with Enviro-mark Diamond certification

People



- ✓ Health and Safety a number one focus – “Everyone has the right to return home safe and healthy every day.”
- ✓ Do what you LOVE and you'll LOVE what you do
- ✓ Respect, Honesty, Integrity – 100% of the Time
- ✓ We're all part of the WasteCo Family

Company Vision

"WasteCo aims to be NZ's leading waste collection, recycling and industrial services business with a focus on people, the environment, innovation and service. Diversion of waste from landfill is at the core of our social licence to operate."

A Timeline of WasteCo Holdings NZ Limited



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Environmental
Services **Waste**



x 90

Waste recycling
and collection
vehicles

Industrial Services



x 60

Vacuum and
specialised blast
vehicles

Environmental
Services
Sweeping



x 40

Sweepers
scrubbers and
support vehicles

x 190 People

x 6 South Island Locations

Environmental Services

Waste Collection Skips



- ✓ Waste collected through wheelie bins, front load bins, hook bins, skip bins
- ✓ Enough resources to have same day service in Christchurch, Timaru, Oamaru and Dunedin
- ✓ Mixture between private and commercial customers
- ✓ 2000 gantry bins



- ✓ Front load cardboard cages for recycling and plastic lidded bins for waste
- ✓ Over 900 cardboard cages lifted weekly for recycling
- ✓ Long term contract with OjiFS worlds 4th largest recycler just signed.
- ✓ 900 front loader bins

Environmental Services

Council Collections



- ✓ Waste collected through wheelie bins, recycling and refuse
- ✓ Purposefully not a major focus due to lower margins
- ✓ Recognise stable income with lower margin is ok if a relatively small percentage of revenue
- ✓ 3000+ wheelie bins

Sweeping



- ✓ Road sweeping for councils and commercial customers
- ✓ Significant resources available in the South Island to assist all councils for special one off events
- ✓ Major clients: HEB, Higgins, Downer, Fulton Hogan, Councils (MDC, TDC, ADC, CCC, BP, SDC)
- ✓ 20+ sweepers including new EV sweepers

Environmental Services

Sorting and Diversion SortCo Kilronan



- ✓ 3,600 m2 sorting facility in Christchurch processing in excess of 30,000 tonnes per annum
- ✓ Only major player to sort all waste types in South Island
- ✓ Currently achieving high levels of diversion away from landfill
- ✓ Kilronan has potential to be replicated near other waste streams
- ✓ Future revenue possibilities from new technologies around waste to energy plants

Medical and Quarantine



- ✓ Brand new facility to collect and treat medical and quarantine waste
- ✓ Only the second company in New Zealand with this capability
- ✓ Target customers include: Doctors, DHB's, Dentists, Vets, Private Hospitals Airports and Ports

Industrial Services

Vacuum, Urgent Spill Response, High pressure Blasting, Septic Cleaning



- ✓ Variety of services offered 24/7/365
- ✓ Largest offering of industrial services in the South Island
- ✓ Key customers include: Fonterra, Synlait, Ravensdown, Goodman Fielder

Port Services



- ✓ From bilge waste removal to cleaning cement ships through to fishing tank cleaning
- ✓ South Island wide mobilisation for all tasks at short notice
- ✓ Key customers include: La Farge Holcim, Sanfords, Sealord, Pacific Basin

Opportunities

What's Next: Projects Tendered for



In the last 3 months have tendered for a number of Council contracts and other projects, some with durations of 5+ years. These amount to in excess of \$10m and while we don't expect to be successful with all we would be confident in being appointed to a number of them. Expect to get confirmation in the coming few months.

These opportunities are predominantly South island with one larger one in the North Island for an existing partner customer.



Other milestones:

- ✓ Technical Services – Start up in Christchurch
- ✓ Liquid Waste Remediation
- ✓ Used Oil Processing
- ✓ Port a Loos start up
- ✓ 1st Electric Sweeper working

Event Specific Opportunities

Recently completed a very technical waste project - Christchurch City Council Bromley waste water treatment plant 25,000m³ of hazardous waste safely removed to landfill on time and through innovative solution being developed

Mobilised a dozen vac trucks for recent Christchurch flooding event resulting in 24hr a day logistics of staff and existing clients.

Recent flooding in Nelson/Marlborough region has teams currently assisting in the area



Leadership Team

- ✓ Carl Storm
- ✓ James Redmayne

Leadership Expansion:

- | | | | |
|-----------------------|---------------------------------------|--------------------|-------------------------------|
| ✓ Sam Vanderpyl | CFO | ✓ Graeme Wilson | Otago Regional Manager |
| ✓ Jasmine Etherington | Waste Division Manager | ✓ Mark Roa | Timaru Team Leader(IS) |
| ✓ Dave Oberholzer | Health and Safety Manager(HSQCE) | ✓ Dean Field | Timaru Team Leader(ES) |
| ✓ Lyall Grant | Sales Manager | ✓ Rodney White | SortCo Waste Division Manager |
| ✓ Misty Soper | Sweeping Division Manager | ✓ Wilba Kanara | CHCH team leader (IS) |
| ✓ Kelvin Linton | Fleet / Workshop Manager (CHCH) | ✓ Hermann Rombke | Fleet Manager-Projects Timaru |
| ✓ Hamish Sheppard | Industrial Division Manager | ✓ Malcolm Brensell | Waitaki Team Leader(ES) |
| ✓ Rik West | Industrial Technical Services Manager | ✓ Michael Bennett | Balclutha Team Leader(ES) |
| ✓ Alan Langley | Special Projects Manager | | |

Directors - On Completion of Transaction

- Chairman/Independent – TBC (awaiting sign off of appointment)
- Roger Gower (Independent) – existing director Goodwood Capital, Me Today Ltd and Chairman of PrimePort Timaru Ltd. Roger has wide experience in Food and Beverage(ex Chairman Charlies) and Transport and Logistics.
- Shane Edmond – shareholder and director of WasteCo prior to transaction. Extensive experience in financial markets in NZ and the UK and is currently an executive director of Forsyth Barr Limited.
- James Redmayne – founding shareholder WasteCo and existing director
- Carl Storm – founding shareholder WasteCo and existing director

Current operating environment

- The inflationary pressures across New Zealand have been evident at WasteCo
- In particular wages and fuel have the most impact
- We have been able to pass on a portion of this through pricing changes and we continue to review the operating environment
- Some protection from longer term contracts that have CPI adjustments, even though they may be in arrears, this has been beneficial
- Margins are expected to hold up in the first half and we will ensure pricing and costs are aligned to ensure this continues into the second half
- New business opportunities and customer growth remains strong and we have not seen any decline year to date. Revenue growth continues at the same rate as 2022 financial year
- Most of our revenue streams are very defensive through any economic decline in particular the longer term sweeping and industrial services business
- We will look to capitalise on opportunities that arise from some competitors that are experiencing margin decline and price pressures

Growth Strategy

WasteCo is well positioned to target a number of attractive growth opportunities in existing and adjacent industry segments and geographies in our target to achieving \$100m revenue over the next 5 years

- Waste sector controlled by 2 international waste management companies with a national footprint in the key centres
- Significant opportunities for specialist waste services in targeted sectors (e.g. B&D) with a focus on sustainability and service
- WasteCo's strategy is to actively target new contracting opportunities in regions where the incumbent has underperformed or where we can leverage our unique skills and can do **YES** driven attitude
- Listing on NZX provides options for access to new capital from vendors or new investors
- Significant existing acquisition opportunities including several under active review
- Consolidation opportunities likely to provide significant scalability and synergy value
- A number of other large independent NZ waste businesses considering their succession options

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Continued Organic Growth in Waste and Industrial Services

- Economic growth and increased waste volumes
- Pipeline of waste contracting opportunities
- Expansion into adjacent services
- Significant opportunity to obtain additional market share in industrial services (particularly industrial cleaning across the rural sector)

2

Further Investment in Plant and Infrastructure

- New investment in medical and quarantine equipment
- Increased investment in recycling capabilities – including to service new contract wins
- Expansion of Christchurch sorting facility
- Establish further network of strategically located sorting facilities to support growth opportunities
- New high pressure water blasting investment
- New hydro excavation

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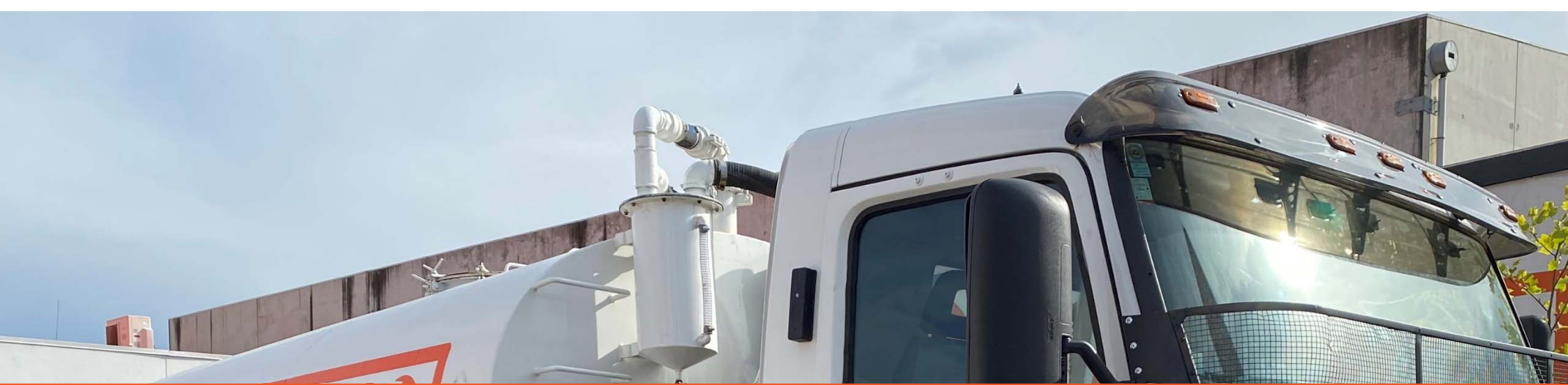
Geographic Expansion

- Significant further opportunities within South Island which remains the core focus
- Central Otago and upper South Island areas identified
- Collections across South Island with sorting in Christchurch

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Targeted and Disciplined Acquisition Strategy

- Fragmented industry presents significant number of consolidation opportunities
- Identified a number of strategic acquisition targets across both waste and industrial services
- Track record of successfully integrating acquisitions
- Established acquisition criteria with expectation that acquisitions will deliver significant synergies



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